

# 2018 Budget Presentation

Explore. Connect. Succeed.

Your Small Business Enterprise Centre Team



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# 2017 Economic Impact

**53 Business Start-up's Assisted**  
**7 Business Expansions Assisted**  
**78 Jobs Created**

**385 In-depth Consultations.**

## **Top 5 Industry Trends by Consultation:**

Professional, Technical & Other Services (88)

Arts, Entertainment & Recreation (70)

Accommodation & Food Service (50)

Retail Trade (49)

Healthcare & Social Service (25)

# 2017 Achievements

## Summer Company

7 local students created their own business.  
Training, coaching and up to \$3000 grant.

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## Starter Company<sup>+</sup>

36 people attended Business 101 training.  
3 businesses received a \$5000 grant.  
6 businesses started. 1 expanded.

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## Mentor Program

12 Volunteer Leaders.  
Coaching Clients. Teaching Seminars.

# 2017 Achievements



## 1st Regional Bridges Event.

150 attendees.

Local Leaders.

Entrepreneurs.

Business Owners.

Community.

Partnership.

Networking.

Learning.

Awards.



# 2017 Achievements

**Networking & Ask An Expert Roundtables  
+ Business 101 & Marketing Workshops  
24 Seminars & Workshop for 316 attendees**





# 2018 Success in Motion

International Women's Day  
**PAST. PRESENT. FUTURE.**  
*"Storytellers"*

**Men & Women:**  
Join the #PressforProgress Conversation!

March 5th, 2018 | 5:00-9:00PM | Quality Hotel & Suites

Networking - Tradeshow - Dinner - Feature Spotlight Presentations  
Keynote: Shannon Leahy "My Story is Your Story"

RSVP at [woodstocksmallbusiness.ca](http://woodstocksmallbusiness.ca)

**\$50**  
tickets

~ Special Thanks ~

Community Futures       

For more information, visit [owin.ca](http://owin.ca) or [woodstocksmallbusiness.ca](http://woodstocksmallbusiness.ca)






**NUTS & BOLTS**  
of  
**Starting a Business**



# Changes to 2018 Operating Budget

## Small Business Enterprise Centre

Revenue Accounts	Change	Proposed Budget Amount	Reason
0802-69617-0000	\$40,000 	\$40,000	Oxford County Partnership Grant Contribution for 2018.
0802-69605-0000	\$41,000 	\$41,000	Provincial funding to deliver the Summer Company program; includes program delivery and eight \$3000 grants to be issued to student businesses
0802-69616-0000	\$52,875 	\$97,875	Provincial funding to deliver the Starter Company+ program (which replaced the former youth Starter Company program). The proposed budget is for deliver and grants to business owners.

# Changes to 2018 Operating Budget





## Small Business Enterprise Centre

Revenue Accounts	Change	Proposed Budget Amount	Reason
0802-69614-0000	\$28,135 ↓	\$0	The Provincial Starter Company program for young entrepreneurs ended on March 31, 2018.
0802-69604-0000	\$7000 ↑	\$8000	The SBEC Manager works to secure partner sponsorships for the annual Regional Bridges to Better Business event
0802-69604-0000	\$4000 ↑	\$5000	The SBEC team delivers Special events and secure sponsorships for these special events.



# Changes to 2018 Operating Budget

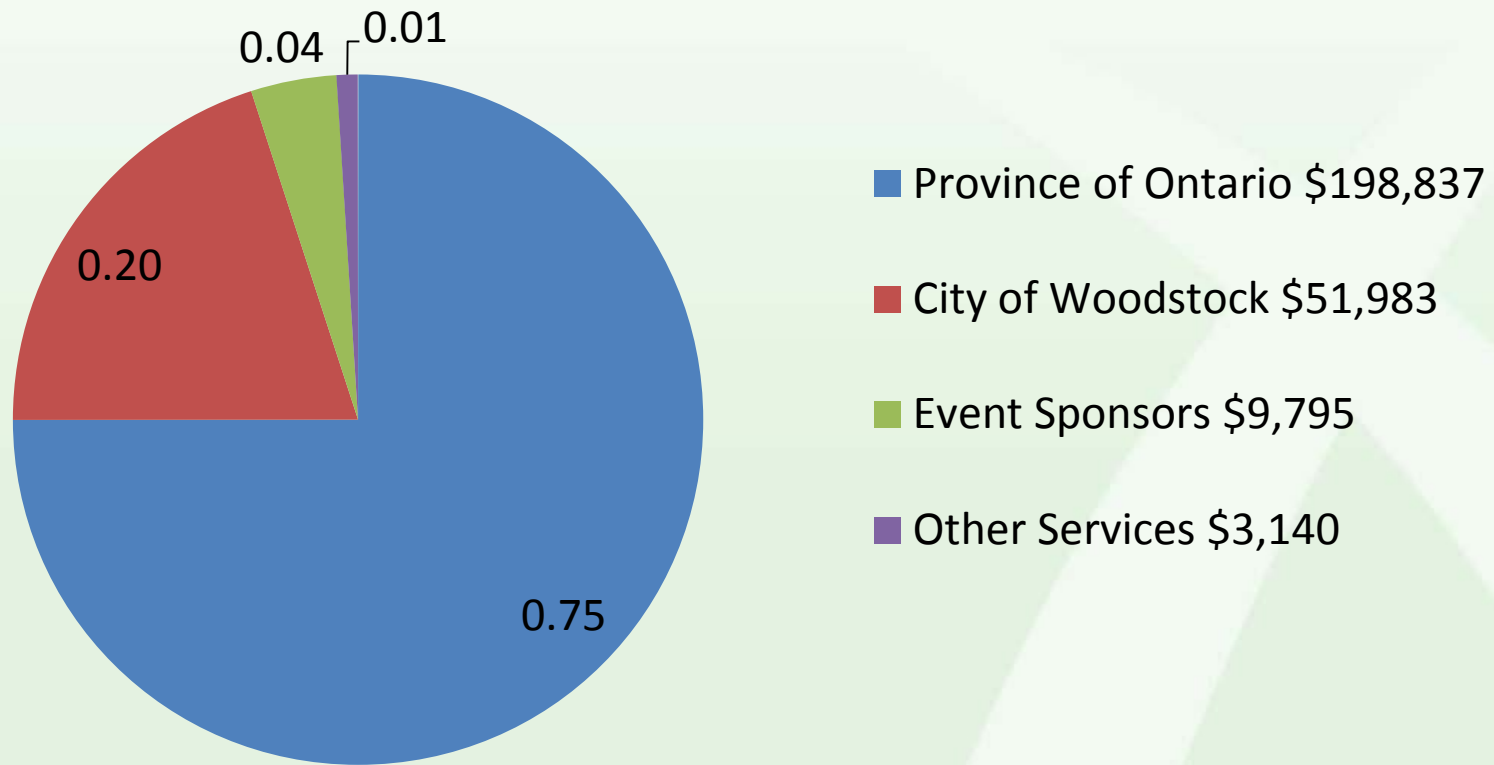
## Small Business Enterprise Centre

Expenditure Accounts	Change	Proposed Budget Amount	Reason
0802-84236-0101	\$17,000 	\$127,000	HR completed a Formal Job Evaluation Process for SBEC Manager and Advisor positions. This increase is based on Council approval of the Advisor position recommendations.
0802-84236-0150	\$12,500 	\$12,500	As part of a formal HR, permanent onboarding process, the SBEC Manager and Advisor positions are eligible for OMERS pension benefit.
0802-84236-0393	\$12,000 	\$12,000	Part-time Contract Business Advisor to help deliver the provincial Summer Company program.
0802-84238-0393	\$27,556 	\$27,556	Part-time Contract Business Advisor to help deliver the provincial Starter Company+ program.

# 2017 Revenue Model

## Small Business Enterprise Centre

### Funding Source as a % of SBEC's \$263,755 Operation



# 2018 Revenue Model

## Small Business Enterprise Centre

### Funding Source as a % of SBEC's \$358,580 Operation

